

THIS REPORT CONTAINS ASSESSMENTS OF COMMODITY AND TRADE ISSUES MADE BY USDA STAFF AND NOT NECESSARILY STATEMENTS OF OFFICIAL U.S. GOVERNMENT POLICY

Required Report - public distribution

**Date:** 3/13/2010

**GAIN Report Number:** MY0003

# Malaysia

# **Oilseeds and Products Annual**

## Annual

**Approved By:** 

David W. Cottrell

**Prepared By:** 

Raymond Hoh

## **Report Highlights:**

The prospects for Malaysian soybean imports are fairly bright in 2009/10 with the improved weather conditions in South America. The Unity States should capture 58 percent of the Malaysian soybean import market. Although Argentina is expected to continue to dominate over 80 percent of the Malaysian soymeal import market, local traders are purchasing US meal (shipped in containers) and imports of US soymeal are expected to surge to 120 TMT in 2009/10, a historical high. Soyoil imports from U.S. might reach as high as 70 TMT in 2009/10.

Malaysia is now the world's second top producer of palm oil (after Indonesia). Domestic crude palm oil output is expected to increase by 4.3 percent to 18 MMT in 2009/10. With an expected exportable surplus of 14.8 MMT of palm oil and 1.2 MMT of palm kernel oil in MY2009/10, Malaysia will remain a formidable competitor in the world vegetable oil market. The United States was the fifth largest market for Malaysian palm oil in 2009.

### **Executive Summary:**

The prospects for soybean imports are fairly bright in 2009/10 with the improved weather conditions in South America. Post expects total soybean imports to increase to 580 TMT in 2009/10 and the U.S. should retain the top supplier position with a market share of 58 percent. Another increase of five percent in total imports is expected in 2010/11. Although Argentina is expected to continue to dominate over 80 percent of the Malaysian soymeal import market, local traders are now purchasing U.S. meal (in containers) and using more DDGS in their feed formulation. Imports of US soymeal are expected to surge to 120 TMT in 2009/10, a historical high.

In summer 2007, Malaysia passed a Biosafety Act that included a mandatory labeling provision for biotechnology derived foods. During 2009, various government agencies consulted with parts of the private sector to finalize the regulations and began setting up testing facilities and started hiring and training the staff to fulfill the Act.

Malaysia is now the world's second top producer of palm oil (after Indonesia). The palms have shown signs of rebounds from biological stress since October 2009. Domestic crude palm oil (CPO) production is expected to increase by about 4.3 percent to 18 million metric tons (MMT) in 2009/10. The increase in yields has been restricted by the prevailing *El Nino* dry weather conditions. With an addition of 139,850 hectares of palms reaching fruit-bearing stage, Post expects total CPO to increase to 18.6 MMT in 2010/11. In tandem, palm kernel oil (PKO) output is expected to increase to 2.12 MMT in 2009/10 and 2.19 MMT in 2010/11.

With an expected exportable surplus of about 14.8 MMT of PO and 1.2 MMT of PKO in MY2009/10, Malaysia will remain a formidable competitor in the world vegetable oil market. While China is expected to remain the most important market for Malaysian palm oil, U.S. has emerged as the fifth largest market for Malaysian palm oil (since the FDA requirement for the *transfat* labeling in January 2006).

Total area under coconut cultivation has dropped steadily over the years and the outlook for copra output is a slow downtrend in the near term. Depending on overseas demand, Malaysian oil refiners may find it profitable to refine imported crude coconut oil for re-exports to third countries. As a result, both imports and exports of coconut oil are expected to increase in 2009/10 and 2010/11. Coconut oil accounts for only about one percent of total domestic oil consumption.

In line with a small increase in soy crush, local soyoil production is expected to increase to 67 TMT in 2009/10. At times, Malaysian soy crushers continue to find it profitable to refine imported crude soyoil for re-exports to third countries. Imports from U.S. might reach as high as 70 TMT in 2009/10. Post expects Malaysia to export about 130 TMT of value-added soyoil in 2009/10.

Due to over-fishing, the local fishmeal production is expected to trend downwards in the future. Malaysia is trying to source from other non-traditional suppliers such as India and Mexico. In normal years, Malaysian exporters diverted much of their fishmeal output to overseas markets. Exports amounted to 12 TMT in CY2009, mainly to Indonesia, Vietnam and Taiwan.

Exchange Rate: US\$1.00 = RM3.695 (Mar 16, 2009); RM3.304 (Mar 12, 2010)

### **Other Relevant Reports**

Oilseeds & Products Update (AGR Number MY0001)

 $http://gain.fas.usda.gov/Recent\%20GAIN\%20Publications/Oilseeds\%20and\%20Products\%20Update\%20Jan\_Kuala\%20Lumpur\_Malaysia\_2-4-2010.pdf$ 

Malaysia – Bio-Fuels Annual (ARG Number MY9026)

http://gain.fas.usda.gov/Recent%20GAIN%20Publications/General%20Report\_Kuala%20Lumpur\_Malaysia\_6-12-2009.pdf

## **Commodities:**

### **Author Defined:**

### TOTAL OILSEEDS

There is no commercial cultivation of soybeans in Malaysia.

## 1. Soybean

### **Imports**

Despite the adverse weather conditions in South America, Argentine and Brazilian soybean exports to Malaysia rose 23 percent in 2008/09. US exports to Malaysia fell six percent but continued to be the biggest source of soybean for the Malaysian soybean market, with a 42 percent market share. Canada continued to dominate the food-grade soybean market with a market share of 17 percent in 2008/09.

The prospects for soybean imports are fairly bright in 2009/10 with the improved weather conditions in South America. The food soybean market is expected to see a steady rise in the near term, especially in the production of soymilk beverage and crushing is expected to improve to cater for the expected growth in the livestock sector. Post expects total soybean imports to increase to 580 TMT in 2009/10 and the U.S. should retain the top supplier position with exports to be around 335 TMT. Another increase of five percent is expected in 2010/11.

### **Trade Policy & Market Access**

Currently, U.S. soybeans and meals have complete access to the Malaysian market. All import tariffs were removed many years ago. In addition, Malaysian has sound infrastructure (such as ports, rail and road networks and storage facilities) that supports the bean trade flow from the United States to Malaysia.

In summer 2007, Malaysia passed a Biosafety Act that included a mandatory labeling provision for biotechnology derived foods. During 2009, various government agencies consulted with parts of the private sector to finalize the regulations and began setting up testing facilities and started hiring and training the staff to fulfill the Act. Post regularly engages with these agencies, pro-biotechnology NGOs and the private sector to try to minimize the impact on US biotechnology-related exports.

To date, the GOM has officially approved the imports of 'Roundup Ready' soybean into Malaysia. In addition, local soy product exporters also need to conform to the EU's GMO requirement when they export processed soy-related food, such as soy sauce, canned tuna in soy oil and soy milk, to the EU.

### Consumption

Post expects soy food consumption to increase around 4.5 to 5.5 percent for the next two years. Food soybeans are used in the manufacture of soy-based products such as tofu, soy milk, and soy sauce. Rising health consciousness among the growing middle-income population is reflected in the growing increase in demand for soy food products. Malaysia is one of the largest producers of soy drinks in Southeast Asia, with exports going to neighboring countries as well as Australia, Japan and Europe.

Most of the food beans are brought in via containers, primarily from Canada, the U.S. and China. Soy food production also relies mostly on sorted commodity soybeans with food-grade bean imports accounting for some 60-70,000 tons.

Soybean crushing is expected to increase around 2.5 to 3.0 percent in the next two years in view of stronger competition from the imported meals from Argentina in 2009/10 and 2010/11. [Please see 'Consumption' section under Total Oilmeals (Soybean Meal) for the development of the livestock/feed sector].

### 2. Palm Kernel

Malaysia is now the world's second leading producer of palm kernel (after Indonesia). After strong growth in production from October 2007 to December 2008, the palms experienced biological stress for much of 2009. Post expects kernel output to rebound at a moderate rate - about 4.4 percent to 4.6 MMT in 2009/10 and 3.3 percent to 4.8 MMT in 2010/11. [Please refer to 'Palm Oil' section under Total Oils for more details].

There are no exports of palm kernel as all domestic output is crushed locally. There was no record of imports of palm kernel in 2009.

## 3. Copra

Total area under coconut cultivation has dropped steadily over the years, as oil palm becomes the clear favorite over rubber and coconut in national economical development. Harvested area in PS&Ds is only for copra delivered to crushers and not for food-use. This explains the big gap between planted and harvested area. Most of the copra was consumed as food, leaving a smaller amount for the crushing sector. The outlook for copra output is on a slow downtrend in the near term.

In CY2009, Malaysian imported about 20 TMT of copra, mainly from Indonesia. With the declining palm oil prices in CY2009, industrial users returned to using palm oil and palm kernel oil as feedstock. Exports were insignificant.

With better economic returns available from oil palm and a lack of interest by the GOM to support or encourage coconut production, the long-term viability of this industry is in doubt. Future production will likely be limited to the cultivation of coconut to meet only domestic requirements for food-use.

#### TOTAL OILMEALS

### 1. Soybean Meal

### **Production and Imports**

With an expected bigger exportable surplus of competitively priced soymeal from Argentina, a smaller increase is expected in local crushing in 2009/10. While Argentina is expected to continue to dominate over 80 percent of the domestic soymeal import market, Malaysia imported 21 TMT of soymeal from U.S. in 2008/09 and imports of US soymeal are expected to surge to 120 TMT in 2009/10. Local traders are now purchasing U.S. meal (in containers) and using more DDGS in their feed formulation.

## **Trade Policy & Market Access**

Please refer to Trade Policy & Market Access under Total Oilseeds (Soybean).

### Consumption

Malaysian consumers are adjusting to the general increase in food prices. The ex-farm price for broiler is no longer controlled and it has been above the average price of RM3.80/kg. However, the ex-farm price for chicken egg dropped from RM0.33 in February 2009 to RM0.25 per unit in February 2010. Most of the big broiler and layer farmers in the sector are resilient and look to another year of growth in 2009/10. The anticipated 3 to 4 percent economic growth for 2009/10 augurs well for the poultry sector. The poultry farmers are set to increase the chicken population in 2009/10.

Pork consumption fares even better with the ex-farm hog price rising from RM630/100kg in February 2009 to RM760/100kg in February 2010. Due to rapid urbanization and the political sensitiveness of the Muslim population to pig rearing, farmers are struggling to keep up with the strong growth in demand for pork. The Authority is looking to 'imports' to fill the gap.

With the positive outlook, Post expects domestic feed consumption of soymeal to increase by 4 percent for both 2009/10 and 2010/11.

### 2. Palm Kernel Meal

In line with the small increase in palm kernel crush, palm kernel meal (PKM) production is expected to increase by 1.5 percent to 2.4 MMT in 2009/10. Essentially a by-product of the palm oil industry, it is used primarily in cattle feed. With a very small domestic beef and dairy cattle sector, only minimal quantities are consumed locally. In 2008/09, 2.05 MMT of PKM were exported with the bulk going to the Netherlands, South Korea, New Zealand and Germany. The ban on the use of meat and bone meal in various countries has opened many more overseas markets for Malaysian PKM exports. With a expected small increase in palm kernel crush in 2009/10, 2.2 MMT of PKM should be available for exports.

### 3. Copra Meal

In line with the small increase in crushing activities (mainly from increased imports of copra), Malaysian copra meal output rose to 21 TMT in CY2010. Any increase in copra meal production over the near term will largely depend on copra imports, mainly from Indonesia. The domestic feed industry consumes most of the local meal output. In normal years, Malaysia exports about 3 to 4,000 MT of copra meal, mainly to Taiwan and Australia.

### 4. Fish Meal

Due to over-fishing, the local fishmeal production is expected to trend downwards in the future. Imports from traditional sources such as Peru and Chile are not expected to grow as they are also experiencing over-fishing. Malaysia is trying to source from other non-traditional suppliers such as India and Mexico. In normal years, Malaysian exporters diverted much of their fishmeal output to overseas markets. Exports amounted to 12 TMT in CY2009, mainly to Indonesia, Vietnam and Taiwan.

### **TOTAL OILS**

#### 1. Palm Oil

Malaysia is now the world's second top producer of palm oil (after Indonesia). Malaysia is expected to meet about 13.2 percent of the global consumption of vegetable oils in 2009/10. After very strong growth in production during 2007/08, the palms experienced biological stress from January to September 2009. The palms have shown signs of rebounds since October 2009 albeit a slower recovery. Domestic crude palm oil (CPO) production is expected to increase by about 4.3 percent to 18 million metric tons (MMT) in 2009/10.

Fruit-bearing area is expected to expand to 4.4 million hectares in 2009/10, while fully matured hectare equivalent (MHE) should reach 2.35 million hectares. CPO yield per matured hectare equivalent (MHE) is expected to increase from 7.48 tons per hectare in 2008/09 to 7.67 tons in 2009/10 as the palms rebound from biological stress. With an addition of 113,850 hectares of palms reaching fruit-bearing stage, Post expects total CPO to increase to 18 MMT in 2009/10. The increase in yields has been restricted by the prevailing *El Nino* dry weather conditions.

As for 2010/11, Post expects a further small increase of 3.3 percent growth as another addition of 139,700 hectares reach fruit-bearing stage and more palms reaching peak producing age. Post expects total CPO output to reach 18.6 MMT.

The following MHE/yield table is based on the October/September marketing year:

	2006/07	2007/08	2008/09	2009/10	2010/11
Area-MHE (1,000 ha)	2,238	2,267	2,306	2,346	2,386
Production (TMT)	15,292	17,566	17,257	18,000	18,600
	6.83	7.75	7.48	7.67	7.80

Yield-MHE (Ton/ha)			

[NOTE: In calculating yields, the mature hectare equivalent (MHE) approach has been used to account for the shifting age profile of Malaysia's oil palm plantings. END NOTE]

Domestic food use amounted to about 5% of total CPO production. Cooking oil accounted for 80% while margarine/shortening took the remaining 20% of the edible palm oil market. While palm oil fractions dominated the local edible oil market, Malaysia consumed a small amount of other oils, namely palm kernel oil, soybean, corn and coconut. The livestock sector consumed less than two percent of CPO output. The rest of the palm oil went to the industrial sector, with a significant amount being used in the oleo-chemical industry.

When the crude palm oil (CPO) prices reaching above RM3,500/MT in mid-2008, palm oil biodiesel appears to have lost some of its luster. In addition, the depressed crude petroleum oil prices in 2009 made bio-diesel less competitive. The GOM continues to put on hold the proposed mandatory blend of 5 percent of palm methyl ester in diesel in the domestic market. For a start, the GOM has pledged that all government diesel-powered vehicles would start using biodiesel from February 2009. While some investors have put on their brakes to go ahead with their construction plans, others who have already started are likely to carry on their development plans. In the meantime, the Government of Malaysia (GOM) imposed a freeze on new licenses in order to ensure that the licensees are bona fide operators.

According to official data, Malaysia exported 10.6 MMT of palm oil during Jan-Sep 2009, a drop of 2 percent from the corresponding period of the previous year. The top five destinations (China, Pakistan, India, the Netherlands and the United States) accounted for 62 percent of the total exports. With the requirement for the *transfat* labeling in the U.S. since January 2006 and the emerging interests to utilize palm oil as biodiesel, the U.S. has emerged as the fifth largest market for Malaysian palm oil. According to preliminary data, exports for the whole of CY2009 were expected to be close to 14.7 MMT with 800 TMT heading to the U.S.

With an expected smaller increase in CPO output, Malaysia is estimated to have an exportable surplus of about 14.8 MMT of palm oil in MY2009/10. The GOM is encouraging plantation companies to forge joint-ventures with buyers, allowing them to invest in building bulking and refining facilities in importing countries.

### **Trade Policy and Market Access**

The GOM practices differential export tax on palm oil in order to encourage the domestic production of value-added palm products. For example, neutralized, bleeched and deodorized palm olein is fully exempted from export tax while CPO is subjected to 10 to 30% export tax depending on its market price. In addition, selected big Malaysian palm oil companies that have joint-ventures in foreign countries are given export tax waivers. These practices have been perceived to produce an uneven playing field in the international market.

The opportunities for the Malaysian palm oil industry to develop and commercialize bio-engineered oil palm and palm products could be severely constrained by the Biosafety Act (Please see section on GMO/Biotech Safety Issue under Total Oilseeds). Mandatory GM labeling would be required for low saturated fat and high oleic acid varieties under development. In addition, research and development would be hampered by terms of the Bill.

### 2. Palm Kernel Oil

In line with the moderate increase in palm kernel output in 2009/10, palm kernel oil (PKO) output is expected to increase by 2.7 percent to 2.12 MMT in 2009/10. As for 2010/11, a smaller increase in crushing should result in a 3.3 percent increase to 2.2 MMT.

The local oleo-chemical industry utilized about 1.2 MMT of PKO, about 58 percent of the PKO production in 2008/09. With 16 oleochemical plants with a capacity of 1.9 MMT, there is much potential for growth in the Malaysian oleochemical industry in the near term. The sector will continue to compete with overseas buyers for crude as well as processed PKO.

Due to stronger overseas demand, Post expects PKO exports to increase by 15 percent to 1.17 MMT in 2009/10. The main destinations are the U.S., China, Ukraine, Japan and Brazil. With an expected smaller increase in PKO output in 2010, about 1.14 MMT of PKO are expected to be available for exports.

### 3. Soybean Oil

In line with an increase in soy crush, local soyoil production is expected to increase to 67 TMT in 2009/10. Soy crush would see further an increase in 2010/11 and domestic soyoil output should increase to 70 TMT.

Soybean oil consumption accounts for less than 5 percent of total food use consumption of oil in Malaysia. Soyoil is consumed primarily as a premium-quality cooking oil and is priced well above the price for palm oil. It is also blended with local tropical oils and sold in the domestic retail market.

At times, Malaysian soy crushers continue to find it profitable to refine imported crude soyoil for re-exports to third countries. US Weekly Export Sales Report recorded sales of 65 TMT of U.S. soyoil to Malaysia for 2009/10 as of Feb 25, 2010.

Post expects Malaysia to export about 130 TMT of value-added soyoil in 2009/10 with Singapore, Indonesia, Australia and Philippines as the main destinations.

#### 4. Coconut Oil

Depending on overseas demand, Malaysian oil refiners may find it profitable to refine imported crude coconut oil for reexports to third countries. Crushing from local copra is expected to show a gradual decline. The long-term outlook is not bright as the local coconut industry has been relegated to supplying minor food needs (desiccated coconut, coconut cream, etc). Coconut oil accounts for only about one percent of total domestic oil consumption.

Total crude coconut oil imports are expected to increase to 170 TMT in CY2010. Most of the imports were further refined and re-exported to third countries. Exports of refined coconut oil would see a small increase to 150 MT in CY2010, with the major markets being Singapore and Russia.

## Oil, Palm PSD

		2008			2009		2010	)
		2008/200	)9	1	2009/201	2010/2011		
Oil, Palm	Market Y	ear Begir	n: Oct 2008	Market Ye	ear Begin	Oct 2009	Market Yea Oct 20	
Malaysia	USDA Off Data	icial	New Post	USDA Off Data	ficial	New Post	USDA Official Data	Jan
			Data			Data		Data
Area Planted	4,580	4,580	4,600	4,680	4,680	4,700		4,800
Area Harvested	4,200	4,200	4,300	4,300	4,300	4,400		4,600
Trees	0	0	0	0	0	0		0
Beginning Stocks	1,961	1,951	1,961	1,579	1,800	1,579		1,500
Production	17,259	17,900	17,257	18,500	18,200	18,000		18,600
MY Imports	839	500	997	650	700	800		1,000
MY Imp. from U.S.	0	0	0	0	0	0		0
MY Imp. from EU	0	0	0	0	0	0		0
Total Supply	20,059	20,351	20,215	20,729	20,700	20,379		21,100
MY Exports	15,485	15,000	13,804	15,600	15,500	14,800		15,500
MY Exp. to EU	2,500	2,400	1,762	2,500	2,640	2,500		2,800
Industrial Dom. Cons.	1,920	2,446	3,730	2,080	2,450	2,910		2,990
Food Use Dom. Cons.	840	860	860	910	900	910		950
Feed Waste Dom. Cons.	235	245	242	287	250	259		260
Total Dom. Cons.	2,995	3,551	4,832	3,277	3,600	4,079		4,200
Ending Stocks	1,579	1,800	1,579	1,852	1,600	1,500		1,400
Total Distribution	20,059	20,351	20,215	20,729	20,700	20,379		21,100
CY Imports	775	500	1,059	650	700	800		1,000
CY Imp. from U.S.	0	0	0	0	0	0		0
CY Exports	15,500	15,000	14,695	15,600	15,500	14,800		15,500
CY Exp. to U.S.	1,200	1,400	800	1,300	1,600	1,040		1,200

## **Prices Table**

Prices Table									
Country	Malaysia								
Commodity	Oil, Palm								
Prices in	Riggit	per uom	Metric Ton						
		,	%						
Year	2008	2009	Change						
Jan	3216	1839	-43%						
Feb	3501	1895	-46%						
Mar	3681	2022	-45%						

Apr	3428	2387	-30%
May	3514	2743	-22%
Jun	3595	2446	-32%
Jul	3456	2113	-39%
Aug	2673	2410	-10%
Sep	2350	2227	-5%
Oct	1750	2150	23%
Nov	1516	2194	45%
Dec	1553	2456	58%
		Local	
		Currency/US	
Exchange Rate	3.304	\$	
Date of Quote	3/12/2010	MM/DD/YYYY	

## **Import Trade Matrix**

Import Trade M	atrix		
Country	Malaysia		
Commodity	Oil, Palm		
	2008: Jan-		
	Dec, 2009:		
Time Period	Jan-Sep	Units:	TMT
Imports for:	2008		2009
U.S.		U.S.	
Others		Others	
Indonesia	529	Indonesia	723
		Papua N.	
Thailand	55	Guinea	12
Papua N. Guinea	25	Thailand	4
Total for Others	609		739
Others not Listed			
Grand Total	609		739

## **Exports Trade Matrix**

Export Trade Matrix								
Country								
Commodity	Oil, Palm							
	2008: Jan-							
Time Period	Dec, 2009:	Units:	TMT					

	Jan-Sep		
Exports for:	2008		2009
U.S.	1081	U.S.	635
Others		Others	
China	3489	China	2966
Netherlands	1287	Pakistan	1447
Pakistan	1213	India	799
India	632	Netherlands	756
Japan	504	Ukraine	462
Singapore	424	Japan	404
Ukraine	408	Egypt	383
Jordan	341	Benin	277
		Iran, Islam	
U.A. Emirates	324	Rep.	257
Benin	302	Korea, Rep.	196
Total for Others	8924		7947
Others not Listed	4031		2029
Grand Total	14036		10611

# Oilseeds, Palm Kernel PSD

		2008	3		2009		2010		
		2008/20	009	2009/2010			2010/2011		
Oilseed, Palm Kernel		2008	Begin: Oct	Market `	Year Be 2009	_	Market Yea Oct 20		
Malaysia	USDA C Data	Official	New Post	USDA C Data	Official		USDA Official Data	Jan	
			Data			Data		Data	
Area Planted	0	4,580	4,600	0	4,680	4,700		4,800	
Area Harvested	4,050	4,200	4,300	4,050	4,300	4,400		4,600	
Trees	0	0	0	0	0	0		0	
Beginning Stocks	126	157	126	80	160	120		125	
Production	4,442	4,610	4,441	4,690	4,690	4,635		4,790	
MY Imports	90	40	0	90	50	0		0	
MY Imp. from U.S.	0	0	0	0	0	0		0	
MY Imp. from EU	0	0	0	0	0	0		0	
Total Supply	4,658	4,807	4,567	4,860	4,900	4,755		4,915	
MY Exports	0	0	0	0	0	0		0	
MY Exp. to EU	0	0	0	0	0	0		0	
Crush	4,578	4,647	4,447	4,750	4,750	4,630		4,785	
Food Use Dom. Cons.	0	0	0	0	0	0		0	
Feed Waste Dom. Cons.	0	0	0	0	0	0		0	
Total Dom. Cons.	4,578	4,647	4,447	4,750	4,750	4,630		4,785	
Ending Stocks	80	160	120	110	150	125		130	
Total Distribution	4,658	4,807	4,567	4,860	4,900	4,755		4,915	
CY Imports	100	40	0	90	50	0		0	
CY Imp. from U.S.	0	0	0	0	0	0		0	
CY Exports	0	0	0	0	0	0		0	

CY Exp. to U.S.	0	0	0	0	0	0		0

# **Prices Table**

Prices Table			
Country	Malaysia		
	Oilseed,		
Commodity	Palm Kernel		
			Metric
Prices in	Ringgit	per uom	Ton
			%
Year	2008	2009	Change
Jan	1988	819	-59%
Feb	2067	865	-58%
Mar	2039	905	-56%
Apr	1924	1057	-45%
May	2011	1291	-36%
Jun	2063	1236	-40%
Jul	1856	1018	-45%
Aug	1488	1134	-24%
Sep	1436		-23%
Oct	1144	1076	-6%
Nov	594	1099	85%
Dec	690	1252	81%
		Local	
		Currency/US	
Exchange Rate	3.304	\$	
Date of Quote	3/12/2010	MM/DD/YYYY	

# Oil, Palm Kernel PSD

	2008				2009		2010			
	- 1	2008/20	09	2	2009/20	10	2010	2011		
Oil. Palm Kernel	Market Year Begin: Oct   2008			Market	Year Be 2009	Market Year Begin: Oct 2010				
Malaysia	USDA Official N		New	USDA Official Data				Post	USDA Official Data	Jan
			Data			Data		Data		
Crush	4,578	4,647	4,447	4,750	4,750	4,630		4,785		
Extr. Rate, 999.9999	0.		0.4641	0.		0.4579		0.4577		
Beginning Stocks	245	303	245	229	240	237		230		
Production	2,060	2,130	2,064	2,140	2,180	2,120		2,190		
MY Imports	317	250	253	350	300	350		450		
MY Imp. from U.S.	0	0	0	0	0	0		0		

MY Imp. from EU	0	0	0	0	0	0	0
Total Supply	2,622	2,683	2,562	2,719	2,720	2,707	2,870
MY Exports	773	1,020	1,015	800	1,050	1,170	1,140
MY Exp. to EU	0	210	92	0	220	235	230
Industrial Dom. Cons.	1,520	1,323	1,205	1,597	1,330	1,200	1,400
Food Use Dom. Cons.	100	100	105	109	110	107	110
Feed Waste Dom. Cons.	0	0	0	0	0	0	0
Total Dom. Cons.	1,620	1,423	1,310	1,706	1,440	1,307	1,510
Ending Stocks	229	240	237	213	230	230	220
Total Distribution	2,622	2,683	2,562	2,719	2,720	2,707	2,870
CY Imports	317	250	368	375	300	350	450
CY Imp. from U.S.	0	0	0	0	0	0	0
CY Exports	773	1,020	1,624	800	1,050	1,170	1,140
CY Exp. to U.S.	0	230	199	0	260	150	160

## **Prices Table**

Prices Table	Prices Table							
Country	Malaysia							
	Oil, Palm							
Commodity	Kernel							
Prices in	Ringgit	per uom	Metric Ton					
Year	2008	2009	% Change					
Jan	4026	1867	-54%					
Feb	4161	1909	-54%					
Mar	4205	1935	-54%					
Apr	3905	2334	-40%					
May	4107	2768	-33%					
Jun	4362	2658	-39%					
Jul	4037	2203	-45%					
Aug	3139	2482	-21%					
Sep	3094	2433	-21%					
Oct	2570	2377	-8%					
Nov	1524	2466	62%					
Dec	1652	2910	76%					
		Local						
		Currency/US						
Exchange Rate		•						
Date of Quote	3/12/2010	MM/DD/YYYY						

# Import Trade Matrix

Import Trade Matrix					
Country	Malaysia				
	Oil, Palm				
Commodity	Kernel				

	2008: Jan-		
	Dec, 2009		
Time Period	Jan-Sep	Units:	TMT
Imports for:	2008		2009
U.S.		U.S.	
Others		Others	
Indonesia	195	Indonesia	189
Thailand	58	Thailand	13
		Papua N.	
Singapore	4	Guinea	1
Papua N. Guinea	2		
Cambodia	1		
Total for Others	260		203
Others not Listed			
Grand Total	260		203

Export Trade Matrix						
Country	Malaysia					
	Oil, Palm					
Commodity	Kernel					
	2008: Jan-					
	Dec, 2009:					
Time Period	Jan-Sep	Units:	TMT			
Exports for:	2008		2009			
U.S.	253	U.S.	152			
Others		Others				
China	149	China	126			
Netherlands	72	Ukraine	64			
Japan	65	Japan	55			
Ukraine	58	Brazil	44			
Brazil	56	India	31			
Russian Fed.	35	Egypt	25			
Jordan	30	Netherlands	25			
Egypt	26	Philippines	24			
Turkey		Thailand	25 24 22			
Thailand	23	Russian Fed.	17			
Total for Others	538		433			
Others not Listed	242		155			
Grand Total	1033		740			

## Meal, Palm Kernel PSD

Meal, Palm Kernel	Meal, Palm Kernel 2008		2010	
Malaysia	2008/2009	2009/2010	2010/2011	

		Market Year Begin: Oct 2008			2009	egin: Oct	Market Year Begin: Oct 2010	
	USDA Off Data	icial	New Post	USDA O Data	fficial	New Post	USDA Official Data	Jan
			Data			Data		Data
Crush	4,578	4,647	4,447	4,750	4,750	4,630		4,785
Extr. Rate, 999.9999	1.	0.	0.5341	1.	0.	0.5205		0.5204
Beginning Stocks	143	223	143	110	230	331		230
Production	2,443	2,385	2,375	2,535	2,440	2,410		2,490
MY Imports	0	0	0	0	0	0		0
MY Imp. from U.S.	0	0	0	0	0	0		0
MY Imp. from EU	0	0	0	0	0	0		0
Total Supply	2,586	2,608	2,518	2,645	2,670	2,741		2,720
MY Exports	2,061	2,095	1,978	2,150	2,140	2,230		2,180
MY Exp. to EU	1,320	1,465	1,088	1,330	1,500	1,380		1,370
Industrial Dom. Cons.	0	0	0	0	0	0		0
Food Use Dom. Cons.	0	0	0	0	0	0		0
Feed Waste Dom. Cons.	415	283	209	392	295	281		300
Total Dom. Cons.	415	283	209	392	295	281		300
Ending Stocks	110	230	331	103	235	230		240
Total Distribution	2,586	2,608	2,518	2,645	2,670	2,741		2,720
CY Imports	0	0	0	0	0	0		0
CY Imp. from U.S.	0	0	0	0	0	0		0
CY Exports	2,100	2,095	2,231	2,150	2,140	2,230		2,180
CY Exp. to U.S.	0	0	0	0	0	0		0
SME	148	101	74	139	105	100		107

## **Export Trade Matrix**

Export Trade Matrix							
Country	Malaysia						
	Meal, Palm						
Commodity	Kernel						
	2008: Jan-						
	Dec, 2009:						
Time Period	Jan-Sep	Units:	TMT				
Exports for:	2008		2009				
U.S.		U.S.					
Others		Others					
Netherlands	705	Netherlands	703				
New Zealand	494	Korea Rep. Of	275				
Germany, FR	320	New Zealand	208				
Korea Rep.	223	Germany, FR	135				
United Kingdom	55	China	130				
		United					
Saudi Arabia	49	Kingdom	32				
Pakistan	31	Philippines	29				
Philippines	27	Vietnam	26				
Australia	22	Switzerland	15				
Vietnam	22	Pakistan	6				

Total for Others	1948	1559
Others not Listed	36	12
Grand Total	1984	1571

# Oilseeds, Soybean PSD

		2008		2009			2010		
		2008/2009			009/201	-	2010/2011		
Oilseed, Soybean	Market \	ear Be 2008	gin: Oct	Market \	Year Beg 2009	gin: Oct		t Year Oct 20	r Begin: 10
Malaysia	USDA O Data	fficial		USDA O Data	fficial	New Post	USDA Official I	Data	Jan
			Data			Data			Data
Area Planted	0	0	0	0	0	0			0
Area Harvested	0	0	0	0	0	0			0
Beginning Stocks	39	43	39	22	45	22			30
Production	0	0	0	0	0	0			0
MY Imports	530	547	530	558	565	580			610
MY Imp. from U.S.	222	320	222	230	300	335			360
MY Imp. from EU	0	0	0	0	0	0			0
Total Supply	569	590	569	580	610	602			640
MY Exports	25	30	25	30	30	30			35
MY Exp. to EU	0	0	0	0	0	0			0
Crush	370	350	370	370	355	380			390
Food Use Dom. Cons.	127	150	127	133	155	134			140
Feed Waste Dom. Cons.	25	15	25	25	20	28			30
Total Dom. Cons.	522	515	522	528	530	542			560
Ending Stocks	22	45	22	22	50	30			45
Total Distribution	569	590	569	580	610	602			640
CY Imports	520	547	491	550	565	335			360
CY Imp. from U.S.	225	320	277	230	300	195			205
CY Exports	30	30	29	30	30	30			35
CY Exp. to U.S.	0	0	0	0	0	0			0

## Import Trade Matrix

Import Trade Matrix							
Country	Malaysia						
-	Oilseed,						
Commodity	Soybean						
	2008: Jan-						
	Dec, 2009:						
Time Period	Jan-Sep	Units:	TMT				
Imports for:	2008		2009				
U.S.	17	<mark>'6</mark> U.S.	216				
Others		Others					
Argentina	23	9 <mark>Argentina</mark>	89				
Canada	7	'3Canada	68				

India	8	Brazil	18
China	1	India	4
Uruguay	1	Australia	2
U.E. Emirates	1	China	1
		Korea Rep. Of	1
Total for Others	323		183
Others not Listed	1		1
Grand Total	500		400

# Meal, Soybean PSD

		2008			2009		2010		
Meal.		008/2009			2009/20 <sup>-</sup>		2010/2011		
Soybean		Year Begi 2008	n: Oct		2009	egin: Oct	Market Year Begin: Oct 2010		
Malaysia	USDA Off	icial Data	New Post	USDA Official Data New Post		USDA Official Data Jan			
			Data			Data		Data	
Crush	370	350	370	370	355	380		390	
Extr. Rate, 999.9999	1.		0.7838	1.		0.7895		0.7872	
Beginning Stocks	25	70	25	15	60	58		65	
Production	291	270	290	291	275	300		307	
MY Imports	934	850	862	950	900	880		930	
MY Imp. from U.S.	22	30	21	45	50	120		100	
MY Imp. from EU	0	0	0	0	0	0		0	
Total Supply	1,250	1,190	1,177	1,256	1,235	1,238		1,302	
MY Exports	30	20	19	32	25	28		32	
MY Exp. to EU	0	0	0	0	0	0		0	
Industrial Dom. Cons.	0	0	0	0	0	0		0	
Food Use Dom. Cons.	0	0	0	0	0	0		0	
Feed Waste Dom. Cons.	1,205	1,110	1,100	1,180	1,145	1,145		1,190	
Total Dom. Cons.	1,205	1,110		·	1,145			1,190	
Ending Stocks	15	60	58		65			80	
Total Distribution	1,250	1,190	1,177	·	·			1,302	
CY Imports	925	850	988	950	900	880		930	
CY Imp. from U.S.	45	30	81		50			100	
CY Exports	32	20	21	32	25	28		32	
CY Exp. to U.S.	0	0		0	0	0		0	
SME	1,205	1,110	1,100	1,180	1,145	1,145		1,190	

## Import Trade Matrix

Import Trade M	atrix		
	Malaysia		
	Meal,		
Commodity	Soybean		
	2008: Jan-		
	Dec, 2009:		
Time Period	Jan-Sep	Units:	TMT
Imports for:	2008		2009
U.S.	57	U.S.	20
Others		Others	
Argentina	640	Argentina	627
India		Korea Rep. Of	48
China	7	China	14
Korea Rep. Of	2	India	13
Hong Kong	1	Singapore	4
Total for Others	757		706
Others not Listed			1
Grand Total	816		727

# Oil, Soybean PSD

		2008			2009	)	2010		
	2	008/200	)9	1	2009/2	010	2010/2011		
Oil, Soybean		t Year Oct 200	8		Market Year Begin: Oct 2009 USDA Official Data		Oct 2010		
Malaysia	USDA Data	Official	New Post	USDA ( Data			USDA Officia	l Data	Jan
			Data			Data			Data
Crush	370	350	370	370	355	380			390
Extr. Rate, 999.9999	0.		0.1757	0.		0.1763			0.1795
Beginning Stocks	13	4	13	1	5	5			10
Production	55	64	65	62	65	67			70
MY Imports	102	60	102	117	70	128			135
MY Imp. from U.S.	10	0	10	0	0	70			50
MY Imp. from EU	0	0	0	0	0	0			0
Total Supply	170	128	180	180	140	200			215
MY Exports	109	80	122	89	90	130			140
MY Exp. to EU	0	0	0	0	0	0			0
Industrial Dom. Cons.	0	0	0	0	0	0			0

Food Use Dom. Cons.	60	43	53	80	45	60		65
Feed Waste Dom. Cons.	0	0	0	0	0	0		0
Total Dom. Cons.	60	43	53	80	45	60		65
Ending Stocks	1	5	5	11	5	10		10
Total Distribution	170	128	180	180	140	200		215
CY Imports	105	60	77	120	70	128		135
CY Imp. from U.S.	10	0	14	0	0	70		50
CY Exports	109	80	79	90	90	130		140
CY Exp. to U.S.	0	0	0	0	0	0		0

## **Import Trade Matrix**

_			ı
Import Trade			
Country	Malaysia		
Commodity	Oil, Soybean		
	2008: Jan-		
	Dec, 2009:		
Time Period	Jan-Sep	Units:	TMT
Imports for:	2008		2009
U.S.		U.S.	10
Others		Others	
Argentina	36	Argentina	53
Brazil	28	Brazil	8
Total for			
Others	64		61
Others not			
Listed	1		1
Grand Total	65	_	72

		2008			2009		2010	
	20	08/20	09	2	009/201	0	2010/20	11
Oilseed, Copra		Market Year Begin: Market Year Begin Jan 2009 2010		gin: Jan	Market Year Begin: Jan 2011			
Malaysia	USDA Official	Data		USDA Of Data	ficial		USDA Official Data	Jan
			Data			Data		Data
Area Planted	0	95	95	0	94	94		94
Area Harvested	0	64	64	0	63	63		63
Trees	0	0	0	0	0	0		0
Beginning Stocks	0	2	0	0	1	1		1
Production	32	32	32	31	31	31		30

MY Imports	25	24	20	26	28	28		34
MY Imp. from U.S.	0	0	0	0	0	0		0
MY Imp. from EU	0	0	0	0	0	0		0
Total Supply	57	58	52	57	60	60		65
MY Exports	3	2	3	2	2	2		3
MY Exp. to EU	0	0	0	0	0	0		0
Crush	54	55	48	54	57	57		60
Food Use Dom. Cons.	0	0	0	0	0	0		0
Feed Waste Dom. Cons.	0	0	0	0	0	0		0
Total Dom. Cons.	54	55	48	54	57	57		60
Ending Stocks	0	1	1	1	1	1		2
Total Distribution	57	58	52	57	60	60		65
CY Imports	25	24	20	26	28	28		34
CY Imp. from U.S.	0	0	0	0	0	0		0
CY Exports	3	2	3	2	2	2		3
CY Exp. to U.S.	0	0	0	0	0	0		0

## Meal, Copra PSD

		20	08		200	09	2010		
		2008/			2009/		2010/2011		
Meal, Copra	Market Year Begin: Jan 2009				et Ye Jan 2	ear Begin: 2010	Market Year Begin: Jan 2011		
Malaysia ´	USD/ Officia Data	-	New Post	USD/ Officia Data	•	New Post	USDA Official Data	Jan	
			Data			Data		Data	
Crush	54	55	50	54	57	57		60	
Extr. Rate, 999.9999	0.		0.36	0.		0.3684		0.3667	
Beginning Stocks	0	1	0	0	1	0		0	
Production	19	19	18	19	20	21		22	
MY Imports	3	3	4	2	3	4		5	
MY Imp. from U.S.	0	0	0	0	0	0		0	
MY Imp. from EU	0	0	0	0	0	0		0	
Total Supply	22	23	22	21	24	25		27	
MY Exports	3	3	3	3	3	3		4	
MY Exp. to EU	0	0	0	0	0	0		0	
Industrial Dom. Cons.	15	15	15	14	15	17		18	
Food Use Dom. Cons.	0	0	0	0	0	0		0	
Feed Waste Dom. Cons.	4	4	4	4	5	5		5	
Total Dom. Cons.	19	19	19	18	20	22		23	
Ending Stocks	0	1	0	0	1	0		0	
Total Distribution	22	23	22	21	24	25		27	
CY Imports	3	3	4	2	3	4		5	
CY Imp. from U.S.	0	0	0	0	0	0		0	
CY Exports	3	3	3	3	3	3		4	
CY Exp. to U.S.	0	0	0	0	0	0		0	
SME	9	9	9	8	9	10		10	

## Oil, Coconut PSD

		2008			2009	)	2010		
		008/20			2009/2			)/2011	
Oil, Coconut		Market Year Begin: Jan 2009			et Yea Jan 20	r Begin: 10	Market Year Begin: Jan 2011		
Malaysia	USDA Officia		New Post	USDA Officia	l Data	New Post	USDA Official Data	Jan	
			Data			Data		Data	
Crush	54	55	50	54	57	57		60	
Extr. Rate, 999.9999	1.		0.64	1.		0.6316		0.6333	
Beginning Stocks	17	20	17	5	18	16		17	
Production	34	35	32	34	36	36		38	
MY Imports	150	185	155	170	175	170		184	
MY Imp. from U.S.	0	0	0	0	0	0		0	
MY Imp. from EU	0	0	0	0	0	0		0	
Total Supply	201	240	204	209	229	222		239	
MY Exports	141	160	147	140	150	150		155	
MY Exp. to EU	0	17	7	0	16	16		15	
Industrial Dom. Cons.	30	42	21	40	38	30		40	
Food Use Dom. Cons.	25	20	20	19	21	25		26	
Feed Waste Dom. Cons.	0	0	0	0	0	0		0	
Total Dom. Cons.	55	62	41	59	59	55		66	
Ending Stocks	5	18	16	10	20	17		18	
Total Distribution	201	240	204	209	229	222		239	
CY Imports	150	185	178	170	175	170		184	
CY Imp. from U.S.	0	0	0	0	0	0		0	
CY Exports	141	160	140	140	150	150		155	
CY Exp. to U.S.	0	22	11	0	20	15		20	

## **Import Trade Matrix**

Import Trade	Import Trade Matrix								
Country	Malaysia								
Commodity	Oil, Coconut								
	2008: Jan- Dec; 2009:								
Time Period	Jan-Sep	Units:	TMT						
Imports for:	2008		2009						
U.S.		U.S.							
Others		Others							
Indonesia	169	Indonesia	114						
Philippines	19	Australia	1						
Thailand	-	1	1						

Total for Others	189	115
Others not Listed	1	2
Grand Total	190	117

# **Export Trade Matrix**

Export Trade Ma	atrix		
Country	Malaysia		
Commodity	Oil, Coconut		
	2008: Jan-		
	Dec; 2009:		
Time Period	Jan-Sep	Units:	TMT
Exports for:	2008		2009
U.S.	25	U.S.	11
Others		Others	
Singapore	26	Russian Fed.	18
Russian Fed	12	Singapore	17
Australia	10	Ukraine	7
Sweden	7	Australia	6
Turkey	7	Egypt	5
India		Pakistan	5
		Iran Islamic	
Iran Islamic Rep.	6	Rep.	4
Pakistan	5	Sweden	3
Ukraine	5	India	3
Argentina	4	Italy	2
Total for Others	89	•	70
Others not Listed	38		29
Grand Total	152		110

## Meal, Fish PSD

	2008		2009			2010			
	2008/2009		2009/2010			2010/2011			
Meal, Fish	Market Year Begin: Jan 2008			Market Year Begin: Jan 2010			Market Year Begin: Jan 2010		
Malaysia	USDA Official Data		New Post	USDA Official Data			USDA Official Jan Data		Jan
			Data			Data			Data
Catch For Reduction	240	235	235	240	230	233			230
Extr. Rate, 999.9999	0.		0.2383	0.		0.2361			0.2348
Beginning Stocks	6	2	6	6	1	5			4
Production	57	56	56	57	55	55			54
MY Imports	20	8	12	20	8	10			15
MY Imp. from U.S.	0	0	0	0	0	0			0

MY Imp. from EU	1	1	2	1	1	1		1
Total Supply	83	66	74	83	64	70		73
MY Exports	16	11	9	16	10	10		10
MY Exp. to EU	0	0	0	0	0	0		0
Industrial Dom. Cons.	0	0	0	0	0	0		0
Food Use Dom. Cons.	0	0	0	0	0	0		0
Feed Waste Dom. Cons.	61	54	60	62	53	56		58
Total Dom. Cons.	61	54	60	62	53	56		58
Ending Stocks	6	1	5	5	1	4		5
Total Distribution	83	66	74	83	64	70		73
CY Imports	20	8	12	20	8	10		15
CY Imp. from U.S.	0	0	0	0	0	0		0
CY Exports	16	11	10	16	10	10		10
CY Exp. to U.S.	0	0	0	0	0	0		0
SME	88	78	87	90	77	81		84

# Import Trade Matrix

Import Trade Matrix						
Country	Malaysia					
Commodity	Meal, Fish					
	2008: Jan-Dec;					
Time Period	2009: Jan-Sep	Units:	TMT			
Imports for:	2008		2009			
U.S.		U.S.				
Others		Others				
India	1	l Peru	3			
Spain	1	India	2			
Peru	1	LMexico	2			
Thailand	1	Italy	1			
Vietnam	1	Chile	1			
Mexico	1	L				
Taiwan	1	L				
Pakistan	1	L				
Total for Others	8	3	g			
Others not Listed						
Grand Total	3	3	Ç			

## **Export Trade Matrix**

Export Trade Matrix					
Country	Malaysia				
Commodity	Meal, Fish				
Time Period	2008: Jan- Dec; 2009:	Units:	ТМТ		

	Jan-Sep		
Exports for:	2008		2009
U.S.		U.S.	
Others		Others	
Indonesia	5	China	2
Vietnam	2	Taiwan	2
Taiwan	1	Bangladesh	2
Bangladesh	1		
Japan	1		
China	1		
U.A. Emirates	1		
Total for Others	12		6
Others not Listed			
Grand Total	12		6

END OF REPORT